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DETROIT

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PASSENGER TRUCK TRACTOR TIRES ACCESSORIES

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DIVIDENDS AND ANNUAL ELECTION ON G. M. PROGRAM

Bid May Be Made to Fisher Body for Rest of Stock

NEW YORK, May 12.—Annual election of officers and consideration of the second quarterly dividend payment for 1926 will be among the important business matters transacted at the annual meeting of the directors of the General Motors Corporation Thursday.

It is expected that the present officers will be re-elected. The directors are also expected to take some action upon the reported negotiations with Fisher Body.

It is expected they will authorize a proposal to be made to the Fisher Body Corporation under which General Motors will purchase the entire assets in a manner which in liquidation will result in stockholders of Fisher Body receiving two-thirds of a share of General Motors Corporation common for each share of Fisher Body. At present General Motors owns 60 per cent. of the outstanding capital stock of Fisher Body.

An extra dividend in addition to the regular quarterly of \$1.75 a share on the common will also be acted upon. Estimates in the financial district on the size of the extra payment to be authorized at this time range from \$2 to \$4 a share with a consensus favoring a \$3 payment.

It is estimated the corporation during the first four months of the current year has earned, including its equities in the undistributed earnings of wholly-owned or controlled subsidiaries, a balance exceeding \$10 a share on the 5,161,600 shares of common stock. This is more than half of the corporation's total earnings during 1925.

A \$3 extra payment at this time would bring common dividend payments for the first six months of the current year to \$6.50 a share, or less than half of the corporation's estimated earnings for the first six months. While this would be a substantial extra payment it would not be inconsistent with the corporation's dividend policy of the past of distributing about half of its earnings in dividends.

Last year, with total earnings of more than \$20 a share, the corporation disbursed \$12 in common dividends, or 60 per cent. Therefore, in view of the corporation's tremendous earning power in recent months and the fact that it has accumulated cash holdings in excess of \$150,000,000, an extra payment of \$3 at this time might be considered conservative.

AVIATION COMMISSION TO MEET AT CAPITAL

Washington, May 12.—The governing board of the Pan-American Union has announced that the opening session of the First Inter-American Commission on Commercial Aviation will be held here on May 23. The action of the board follows out the recommendation of the Fifth Pan-American Conference which met at Santiago, Chile, in 1923.

CLOSED CARS TOTAL 74% OF DODGE MAY OUTPUT

Detroit, May 12.—How the American public has taken to closed cars is indicated by the May production schedule of the Dodge Brothers factory. Only 9 per cent. of the cars being built this month are the open type of touring cars and roadsters, while 74 per cent. are sedans and coupes. The remaining 17 per cent. are commercial cars and trucks.

Willys-Overland Elects Officers

Toledo, May 12.—One change was made in the directors of the Willys-Overland Company in the meeting of the stockholders Tuesday afternoon. Linwood A. Miller of Toledo takes the place of Joseph P. Cotton of New York, resigned.

The new board is as follows: John N. Willys, George M. Jones, Gordon M. Mather, Clement O. Miniger, Rathbun Fuller, Thomas H. Tracy, James E. Kepperley, Charles E. Wilson, Linwood A. Miller, H. C. Tillotson and B. Mertz.

After the meeting the directors elected these officers: John N. Willys, president; Linwood A. Miller, first vice-president; J. H. Gerken, vice-president; A. B. Qualy, secretary; E. R. Spencer, assistant secretary; J. H. Gerken, treasurer; E. L. Clapp, assistant treasurer;

Willys-Overland Company in the Kruse, cashier, and E. F. Wiggins, assistant cashier.

Earnings of the Willys-Overland Company for the first four months of this year were in excess of \$3,250,000, after all charges except Federal taxes, or an equivalent of the entire year's dividend requirements on the 7 per cent. preferred stock and a balance of 78 cents a share on the 2,527,000 shares of common stock.

Paige-Detroit Co. Shows 470% Gain

Special from A. D. N. Detroit Bureau
Detroit, May 12.—The Paige-Detroit Motor Car Company reports that April shipments of the new cars, introduced in February, were 470 per cent greater than in the same month of 1925. The total was 2,998 cars.

For the first four months of 1926 Paige cars shipped totalled 9,367, nearly four-and-a-half times as many as were shipped in the same period a year ago. Recent introduction of the 115-inch wheelbase brougham and the 125-inch wheelbase cabriolet roadster are expected to bring about still larger increases in the May business.

Demand for the new brougham, in particular is, reported to be beyond the company's capacity to produce. The statement is made that if enough could have been secured Paige shipments would have been considerably larger.

CRUDE OIL PRODUCTION SHOWS MARKED INCREASE

New York, May 12.—Domestic crude oil production in week ended May 8 increased 3,950 barrels daily, averaging 1,994,050 daily, according to American Petroleum Institute. Crude oil imports for the week averaged 187,428 barrels daily, against 160,143 daily in the preceding week.

Hoover and Litchfield Praise U. S. Labor Methods; Rubber Discussed

Dr. Julius Klein Raps British Restrictions

Special from A. D. N. Washington Bureau

WASHINGTON, May 12.—Although British rubber plantation companies are declaring dividends of 25 per cent. and making handsome profits, the British Colonial Office now rules that unless the price is maintained at a low level of 42 cents per pound exportation of rubber from British colonies again will be reduced 20 per cent.

Thus declared Dr. Julius Klein, director of the bureau of domestic and foreign commerce of the Department of Commerce, in an address at today's session of the annual convention of the United States Chamber of Commerce.

There is no assurance, however, that the basic price of rubber will not be raised to a still higher level, he predicted, and added that the American public "is going to pay for its rubber as much as the foreign control makes it pay."

In the last six months, American manufacturers and consumers have paid almost \$200,000,000 in import value over a "fair" price of rubber as originally announced by proponents of rubber restriction, Dr. Klein said.

The automotive industry, by maintaining "a balanced and scientific point of view," can materially benefit in the solution of the nation's traffic problems, Capt. Eddie Rickenbacker, member of the traffic planning and safety committee of the National Automobile Chamber of Commerce, asserted in a speech before the transportation and communication committee of the chamber today.

Rickenbacker spoke in place of George M. Graham, vice-president

(Continued on Page 8)

To Begin Mfg. of Stinson Planes

Special from A. D. N. Detroit Bureau
Detroit, May 12.—Within two weeks, it is announced, the Stinson airplane will begin manufacturing operations at a plant at Northville, twenty-seven miles out of Detroit. The factory to be utilized is one formerly occupied by the Stinson Scale Company.

Five planes will be put to work at once, and it is stated that they will be ready for delivery about July 1. The company's initial manufacturing program contemplates twenty-five planes.

The corporation has just been formed from the syndicate originally backing Eddie Stinson in making his plane, and begins business with a capital stock of \$300,000. Directors are: J. K. Livingstone, Luther D. Thomas, Richard Fitzgerald, Henry E. Hund, Frank W. Blair, Harry R. Graham, George M. Holley, E. S. Evans, James M. Evans, Edward A. Stinson, William A. Mara, George E. Buchanan and William E. Metzger.

Speak at U. S. C. C. Annual Meeting

America's Mfg. Pre-Eminence Emphasized At U.S.C.C. Sessions

Special from A. D. N. Washington Bureau

WASHINGTON, May 12.—Public interest does not require that Henry Ford shall dissolve his great factory into the hands of 500 small competitors because to do so would greatly increase the cost to the public, decrease stability of employment and probably lower wages, Secretary of Commerce Hoover declared in an address today at the annual convention of the United States Chamber of Commerce.

Citing the changing ideas as to competition in the last twenty-five years, Mr. Hoover declared Ford has the most active competition of other great units and added that "mass production industries do not necessarily imply trusts and monopolies."

P. W. Litchfield, president of the Goodyear Tire and Rubber Company, speaking before the manufacturers' group meeting of the chamber, asserted that a 30 per cent. advance in American living standards since the pre-war period is directly attributed to increased production on the part of American industry. The manufacturers' group is headed by A. J. Brousseau, president of Mack Truck, Inc., New York.

Dr. Julius Klein, director of the Bureau of Domestic and Foreign Commerce of the Department of Commerce, spoke before the convention on foreign trade economics, giving particular attention to the British rubber situation.

Secretary Hoover pointed out that there is a marked change during this last twenty-five years in the attitude of employers and employees toward wages and conditions of labor, especially in the larger units of production and service and the larger trades unions.

"It was not so many years ago that the employer considered it was in his interest to use the opportunities of unemployment and immigration to lower wages irrespective of other considerations," the secretary said.

"Pressure of high wages is forcing labor-saving devices and better administration to an extent which oftentimes reduces labor costs per unit of production below even those of the cheaper labor abroad. There is no more profound proof of labor saving than the fact that we today use roughly 55,000,000 horse power in industry where we used 13,000,000 a quarter of a century ago, and even that omits the increase in power for transportation."

"Another marked tendency of the last twenty-five years is the notable growth of a higher sense of cooperation in the whole community. It is true enough to say that the modern system of fine division of labor and specialization in business is in essence co-operation. It



HERBERT HOOVER



P. W. LITCHFIELD

NAME OF NEW VELIE SEDAN IS STYLEADER

Moline, Ill., May 12.—Out of more than 250,000 name suggestions received by the Velie Motors Corporation on its name contest on their beautiful sloping windshield model, the judges have selected the name Styleader as being the most fitting name for this model.

The winner is Mrs. Henry Leibrandt, 406 Madison St., Watsonville, Cal., and the car will be presented to Mrs. Leibrandt within the next few days.

HUDSON SHIPMENTS

Detroit, May 12.—The 100,000th car to be built in 1926 by Hudson Motor Car Company has been shipped. This is the earliest in the year that the 100,000th mark ever was reached by Hudson-Essex.

NEW passenger car registrations, throughout the entire country, will be found on Pages 4 and 5 of this issue.

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TRUCK HAUL IS CHEAP IN END

Asserts Port Authority, and Tells Why

New York, May 11.—Railroad line haul is the cheapest form of land transportation, but the cost of the line haul is only a small part of the cost of making a shipment, asserts Major Elihu Church of the Port of New York Authority, in the May issue of the *S. A. E. Journal*.

"The railroads get only about 10 cents out of the transportation dollar," said Major Church. "A group of timers at one of the big railroad pier stations in New York city found that motor trucks stood at the pier sixty-eight minutes on the average, and that the time required for unloading their freight was only fourteen minutes.

"Each truck wasted fifty-four minutes, which, at a cost of 6 cents per minute, means \$3.24 per load. The loads averaged 2,154 pounds. The railroad could haul that load from New York to Buffalo, 400 miles, for what it costs to keep a truck waiting fifty-four minutes."

"Dozens of examples in which the motor truck is making good in the field of long-distance freight hauling could be cited," continues Major Church. "A truck owner in the metropolitan district went to the manager of the principal factory in a Massachusetts town and proposed to haul his freight to New York city.

"The manager told him that he could not compete with the railroad on the long haul, but the truckman induced him to figure the cost of boxing his goods and hauling them from the factory on the railroad in Massachusetts and from the railroad to the warehouse in New York. These charges amounted to \$11 a ton. The truck owner proposed to haul six tons at a load, which meant a saving of \$66 on incidentals for each truck trip.

"Again, a big typewriter company in Hartford, Conn., formerly shipped to New York by rail, which required boxing the typewriters. The cost of lumber and labor went up until now it costs more than \$1 to box a machine. Now the company has a fleet of motor trucks with bodies like moving vans. Each truck has 300 compartments just the size of a typewriter and lined with felt.

"When a truck backs up to the factory, 300 typewriters are loaded into the compartments without any packing. The truck arrives in New York in a few hours and \$300 per trip is saved on boxing alone. Yet the railroad wonders why it has lost the business of the company."

ROAD MACHINERY SHOW OPENS IN BOSTON

Boston, May 12.—The second annual open-air all New England road building machinery and materials show opens tomorrow on the Charles River Parkway at the Cottage Farm Bridge under the auspices of the Massachusetts Highway Association.

More than \$1,000,000 worth of equipment and materials will be shown by ninety exhibitors. The show occupies 600,000 square feet of land, which not only allows for displays but also permits working exhibits and demonstrations.

JAPAN IMPORTS

Tokio, May 12.—February imports of automotive products numbered as follows: Automobiles, 122, valued at yen 290,534; parts and accessories, yen 1,293,565, and 505 motorcycles, valued at yen 282,425.

RUSSIA WANTS BUSES

London, May 12 (U. T. P. S.)—Reports from Moscow state that an increasing demand for motor buses may shortly be expected from Russia. The Moscow Soviet now has 160 buses in commission, and other towns are copying this example.

LEAD MINES OWNED BY FORD IN OPERATION

Boise, Ida., May 12.—The Ford Motor Company is pressing work on its lead mines near Clayton, Ida., according to reports reaching the state Mining Association. Both Ford and General Motors have large Idaho interests in the southern lead districts of the state.

Ford, who at first held only a bond and lease on his mine, the Red Bird, is reported to have exercised his option to purchase at least a portion of their claims. The General Motors property, also in central Idaho, has been undergoing systematic development for the past year, and important announcements are expected soon.

Weller Gen. Mgr. Of Acme Truck

Cadillac, Mich., May 12.—Announcement is made by the Acme Motor Truck Company of the accession of J. W. Weller to the general management of that organization.

Mr. Weller was for three years vice-president and factory manager of the Gray Motor Company, Detroit, and prior to that was manufacturing manager of Hirschell-Spillman of North Tonawanda, N. Y. Before those connections he was associated with Packard, Willys and Templar.

Plan to Remove Station WHGP

Special from A. D. N. Detroit Bureau

Detroit, May 12.—Arrangements are under way by George Harrison Phelps, Inc., to move radio station WHGP from its present location in Detroit to a point twenty-two and a half miles out in the country. The new location, on Town Line Road, near Mt. Clemens, is a tract of two acres ideally situated for radio purposes.

Two steel towers, 200 feet high, are under construction, with heavy concrete bases. The radio station proper will house the radio equipment and the operating staff of two engineers, who will both be on duty while broadcasting is going on. Living quarters are provided for the engineers and their families.

STUTZ SHIPMENTS REACH 652 IN APRIL

Indianapolis, May 12.—The Stutz Motor Car Company of America, Inc., shipped in April 652 cars, an increase of 125 over March. During the last week of the month the company shipped 210 cars and on April 29 shipped 49 cars. During the month 657 new orders were received, and unfilled orders April 30 exceeded \$7,000,000.

HOOD NEW MANAGER OF STAR BRANCH IN L. A.

Oakland, Cal., May 12.—Frank Hood, veteran automobile man, who has been identified with the motor car trades in the Pacific Coast since 1909, has been appointed branch manager of the Los Angeles factory branch of the Star Motor Company. Hood sold his first automobile in 1898. He succeeds Charles Waller, who has been announced as a Los Angeles dealer for Star cars.

CACTUS SALES HIGH

Los Angeles, Cal., May 12.—With a heavy newspaper and billboard advertising campaign being consistently used, the Cactus Manufacturing Company reports that sales for the first three months of this year are 80 per cent. greater than the same period last year. The concern manufactures tire boots.

Will Be Seen at A. G. M. A. Convention



E. J. Frost, F. W. Sinram, B. F. Waterman, H. E. Eberhart, President, Honorary President, 2d Vice-President, Ex-President

ABOVE ARE FOUR principal officers of the American Gear Manufacturers' Association, which holds its tenth annual convention in Detroit today. The sessions will close on the 15th.

SEVERER PENALTIES URGED FOR TRAFFIC OFFENDERS

Special from A. D. N. Detroit Bureau

Detroit, May 12.—Leniency of the courts in dealing with offenders in traffic cases came in for sharp criticism at the meeting of the Detroit Engineering Society, when William E. Metzger of the Detroit Automobile Club, Superintendent of Police William P. Rufledge, and Ernest Greenwood, secretary of the Hoover Safety Conference, were the speakers.

Conditions in Detroit were reported to be practically similar to those in other large cities, and the thought was expressed that traffic fatalities would be greatly reduced if the judges dealt out more severe penalties to offenders.

Fewer Auto Thefts In Philadelphia

Philadelphia, May 12.—Through the co-operation of automobile dealers and garage operators, police here have been enabled to greatly reduce car thefts in the first four months of this year, according to a report of the Police Department which has just been compiled.

When a drastic campaign was inaugurated against auto thieves, January 1, the need for co-operation of dealers and garage proprietors was stressed by Superintendent of Police Mills and Director Elliott.

More than 800 persons charged with car thefts have been arrested since the first of the year, and 1,615 stolen cars having a total value of \$1,575,498 have been recovered. Many of the cars recovered in Philadelphia had been stolen in other cities and brought here for disposal, the police report sets forth.

'No Amount' Auto Insurance Policy

Rochester, N. Y., May 12.—The "no amount" automobile fire and theft insurance policy has been introduced by a number of automobile insurance companies in Rochester. Instead of filling in an amount of insurance on the policy, the words "actual cash value" are substituted, and the losses will be settled on the basis of the cash value of the machine at the time of the fire or the theft. Local agents say there is little difference in the cost between the two forms.

BIG BUICK ORDER

Chicago, May 12.—One of the largest single orders for automobile insurance has been placed in this district was received last week by the Buick Motor Company's Chicago branch. The order was handled by C. F. Yonkers, the branch manager, and came from the Marquette Cement Company of La Salle, Ill. It was for thirty-five cars, twenty-one of which were delivered at one time.

ROLLS-ROYCE CLOSES

London, May 12.—The Lincolnshire Rolls-Royce factory has shut down, and other automobile works are expected to follow suit Tuesday because of the decision of the molders to join the strike.

GOOD ROADS AND HUMAN HAPPINESS

Subject of Interesting Paper by Chas. D. Hastings

Special from A. D. N. Detroit Bureau
Detroit, May 12.—Charles D. Hastings, president of the Hupp Motor Car Corporation, is the author of a paper under the title "Good Roads and Human Happiness."

This is dedicated to the first Pan-American Congress of Journalists, held in Detroit last week and it was translated into Spanish for the benefit of the visitors. He also had it handsomely printed in a numbered edition of 300 copies, which he has distributed.

The book reviews the advantages to the entire world accruing as the result of good roads for the transport of human being and commodities. Mr. Hastings touches briefly on the education, industrial and commercial benefits resulting from improved roads and presents some figures. He points out that \$3,000,000,000 will be spent in the touring season of 1926, of which approximately \$1,000,000,000 will be expended by tourist campers.

There are now in the United States, Mr. Hastings states, approximately 3,000,000 miles of rural highways, of which 500,000 miles are hard surfaced. In ten years, he adds, there will be 800,000 miles of hard-surfaced roads. He notes that road building is our greatest construction industry, and that more than a billion dollars will be spent in 1926 for highway construction and maintenance.

Referring to the program of good roads construction carried on by the Latin-American countries, Mr. Hastings concludes:

"Through all the decades of progress that are to come, we of the United States of North America will watch eagerly the advancement along this line registered year after year by our sister republics, knowing, as we do know, how much greater than ours is the task before you, and realizing, too, how great and how certain is the reward that will inevitably follow each major step toward its completion."

NEW HAMPSHIRE DRAWS \$3,000,000 FROM AUTOISTS

Manchester, N. H., May 12.—Motorists in the state of New Hampshire paid \$1,645,000 for license plates and \$748,000 in gasoline taxes during 1925, according to a report of State Treasurer Henry E. Chamberlain, published today. In addition to the above sums the state received \$555,000 in Federal aid for automobile highways last year. Thus the total of money received from motorists was about \$3,000,000, or one-third of the entire state revenue. For comparison the state received but \$1,025,000 from railroad taxes, or one-third of the amount received from motorists.

STRELINGER BECOMES COPELAND DISTRIBUTOR

Special from A. D. N. Detroit Bureau
Detroit, May 12.—Godfrey Strelinger, for the last three years supervisor of sales for Chrysler in the Detroit district, has resigned to become Michigan distributor for Copeland products. He will establish sales and service headquarters at 4490 Cass Ave. as the Strelinger-Copeland Company. He had been connected with Chrysler and its predecessor, the Maxwell company, for five years.

CHRYSLER TO SPEAK

Minneapolis, May 12.—Walter P. Chrysler, president of the Chrysler Motor Car Company, has been secured as the principal speaker for the sixth annual University of Minnesota school of business banquet to be held on the campus May 13.

ADVERTISEMENT

Every 2 1/4 seconds, somewhere in the world, some one buys a Dunlop Tire.

New Car Sales in Cleveland Gained 42% in 4 Months

Cleveland, May 12.—Total sales of new cars in Cleveland and Cuyahoga county during the first four months of 1926 aggregated 12,983, as compared with 9,115 during the same period a year ago, according to new car bills of sale filed with County Clerk Wallace.

This remarkable sales record by Cleveland automobile dealers was hung up despite one of the worst spring sales seasons in years, due chiefly to the backward weather. New car sales in April showed an increase of 30 per cent. over sales for April, 1925. The comparisons for the first four months of each year are:

	1926.	1925.
January	1,727	1,653
February	2,164	1,295
March	3,565	2,564
April	5,827	4,203

The compilation was made by Herbert Buckman, secretary of the Cleveland Automobile Manufacturers and Dealers' Association.

Dealers handling some of the popular-priced cars have been virtually swamped with orders during the last week, when warm weather was ushered in on the heels of a sharp cold spell. Ford, Chevrolet and Dodge dealers reported orders had swamped their facilities for immediate delivery.

Ford-Elk Motor Company, Earl H. Painter, sales manager: "Sales for the first ten days of the month are 25 per cent. better than the same period in 1925, after a brisk business in April, in which 200 cars were delivered. The used-car market is improving, seventy sales having been made the first ten days of month."

Chevrolet—Chevrolet Motor Company, C. L. Garner, sales manager: "We have been swamped with orders during the last ten days and are now facing the possibility that we will not be able to obtain sufficient cars to meet deliveries. Nice weather of the last ten days has brought in buyers for the first time this spring. Motor business will go 40 or 50 per cent. better than last year. Business thus far this year is about 30 per cent. better than a year ago."

Buick—Ohio Buick Company, J. V. Rowan, sales manager: "Business the first ten days of May was just about 100 per cent. better than the same period a year ago. A shortage has developed in some of the sport models, but sufficient cars are on hand to meet deliveries in standard models. The used-car business is not picking up as well as it should. Buyers are taking the better class of used cars."

Studebaker—Studebaker Corporation, Ed Parker, sales manager: "Business is just 100 per cent. better than in April and about 10 per cent. better than a year ago. Used-car stocks are low, with spring weather helping sales."

Dodge—Dodge Motor Company: "Business is almost 100 per cent. better than a year ago, with 626 sales in April and 106 already recorded this month. Used car stocks are well cleared out, because of company's cash appraisal policy."

Packard—Cleveland-Packard Company, C. M. Flak, sales manager: "Business thus far in May has been spotty. April sales were good, despite poor weather, with sales nine units under the sales for April, 1925."

NEW MINNEAPOLIS FIRM FOR WILLYS-KNIGHT LINE

Minneapolis, May 12.—Organization of the Minneapolis Willys-Knight Company as new distributors of Willys-Knight cars in Minneapolis has been announced by Claude Paxton, Twin Cities branch manager. The company will continue the sales and service at 1201 Harmon Place, where the Reilly-Craig Company formerly conducted the business. Involuntary petition of bankruptcy has been filed against the Reilly-Craig company.

M. P. Lamoureux, director of the Metropolitan National Bank, is president of the new company. E. J. Johnson, for eight years sales manager and R. E. Olson secretary, is vice-president and general manager. Grant Sloan is sales manager and R. E. Olson, secretary-treasurer. Associate dealers in Minneapolis are the Broadway Motor Company, Martinson Bros. & Osborn, Inc.; Oak Automotive Company, Transit Motor Sales Company and Speed Motor Company.

Chevrolet Dealers In L. A. Have Meet

Los Angeles, May 12.—The regular monthly meeting of Los Angeles Chevrolet dealers and their salesmen was held recently with Chevrolet Motor Company officials in attendance.

A banquet was tendered the 125 salesmen through the courtesy of the Chevrolet Motor Company and the local dealers. The program included demonstrations of the proper method of presenting the various sales points of the Chevrolet to the prospective customer. Plans were made at this meeting for holding a school for Chevrolet salesmen during the two weeks from May 10 to 24.

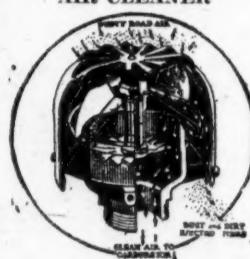
At the meeting H. J. Klingeler, assistant general sales manager of the Chevrolet Motor Company, delivered a short address to the guests. An address was also given by James L. Dixon, sales manager of the J. V. Baldwin Motor Company, on "Things I Would Do If I Were a Retail Chevrolet Salesman."

Awards were made to the three Los Angeles salesmen who sold the greatest percentage of their quota during the month. They were H. Cain, S. L. Willits and Ray Rice. Louis M. Dreves, Chevrolet zone manager for southern California, presided at the meeting.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

AIR CLEANER



AKRON-HED

A new overhead valve head for Fords is being made and marketed by the Williams Foundry and Machine Company, Akron, O., under the name, "Akron-Hed." It is designed primarily for pleasure, business and sport cars, and is said to give a tremendous improvement in their operation.

Some of its advantages claimed are increased power, speed and pick-up, but probably the greatest feature is the system employed for valve operation. The valves are said to be operated by annular balls, close packed in grease in seamless operating tubes.

This new system, it is claimed, is extremely quiet—distributing wear over large areas of tubes and balls instead of concentrating wear at three points of the usual rocker arm mechanism. Rocker arms, rocker-arm bearings, rocker-arm ball joints, shafts and stand are, it is said, entirely eliminated, allowing ideal locations for valves and spark plugs.

The retail price is \$67.50.

Moon Sales Building, New Orleans



WILLYS-OVERLAND EXPANDS IN N. W.

Seattle, May 12.—With two distinct factory branches in the Pacific Northwest, one at Seattle and one at Portland, Ore., the Willys-Overland Pacific Company is one of two major motor car manufacturing organizations to have adequate direct representation in this territory.

The retail buildings here are a tribute to the modern method of merchandising automobiles. The same condition is true in Tacoma, where the new building of the Manley Motor Company has only recently been opened. In Everett, Bellingham, Olympia and in all the buying centers of western Washington the dealer in Overland and Willys-Knight motor cars is one of the leading motor car merchants of his community.

All shipments of cars and service and replacement parts from the factory to the territory controlled by the Willys-Overland Pacific Company are handled directly through the branches in Portland and Seattle. This gives the dealer the advantage of a co-ordinated effort to bring him cars on time and to keep his supply of necessary parts up to the highest pitch.

The new branch building here has been designed to afford the maximum in service and sales facilities both to owners and to car dealers who come here. It also houses the retail department of the branch for the city, adding one more retail organization to the representation given by the Dunn Motor Company, the Anderson Motor Company and Hoffman Brothers' Motor Company.

A total of 113,420 square feet of floor space devoted exclusively to the sale and service of Overland and Willys-Knight motor cars in this city is the realization of a dream to give Seattle the finest motor car organization of any city of its size in the country.

TAKES LONG LEASE

Columbus, O., May 12 (U. T. P. S.)—The Columbus Buick Company, central Ohio distributor for the Buick, of which Marshall Burke is manager.

The building is of concrete and steel construction, faced with red brick and trimmed in stone. Plenty of light by day or night for the showroom space is assured by the large plate glass windows and electric lighting arrangement.

Manager Burke believes in utilizing all available space for display purposes and has the knack of arranging the Moon and Diana models to the best advantage on his floor without crowding them. A comfortable waiting room with easy chairs and magazines on the tables is provided in the service department, in case owners' wants cannot be attended to at once. This room is kept clean and attractive, says Burke, and has resulted in an increasing number of satisfied Moon and Diana owners.

CUT PARK FEES

Oakland, Cal., May 12.—The motor entrance fee to Yosemite Valley has been reduced from \$5 to \$3, it was announced last week. The fee paid entitled holder to enter the park any time during the year as often as he chose.

for Economical Transportation



With a price of \$645; with a beautiful body by Fisher; with the snap and smoothness of Chevrolet's Improved performance; with the up-to-dateness of Chevrolet's modern chassis design and the quality-construction for which Chevrolet is famous everywhere, the Coach provides Chevrolet dealers with the most remarkable closed car value ever offered.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring	\$510	Coach	\$645	1/2-Ton Truck	\$395
Roadster	510	Sedan	735	(Chassis Only)	
Coupe	645	Landau	765	1-Ton Truck	550

All Prices f. o. b. Flint, Mich.

QUALITY AT LOW COST

Spring Rains Push Tire Chain Sales In Waco District

Waco, Tex., May 12.—Torrential spring rains which have made central Texas roads veritable quagmires caused a great boom in the sale of tire chains during the past week. Accessory business on the whole is better than at the same time last year, and the outlook is, to say the least, very encouraging.

The wholesale houses—of which Waco has five—report the good business fairly general over central and east Texas, the sections most thoroughly worked out of Waco.

Due to increased sales of new cars, part sales have fallen off slightly. However, the shops and repair stations about Waco are having much better business at this time than in the winter. In fact, May is proving itself one of the best months of the fiscal year for the part and accessory business.

Poucyn Brothers, a retail accessory house, reports radiator emblems, seat covers, tire chains, Ford foot accelerators, windshield vents and other paraphernalia corresponding to the spring atmosphere selling good.

The Archenhold Company, a wholesale house, reports its salesmen meeting with encouragement all over the territory.

Salesmanship and merchandising schools have been conducted during the past few months all over Waco's territory. Most of these have been under auspices of the American Equipment Association although a few have been under auspices of local dealers.

VACUUM SALESMEN MEET IN HOUSTON, TEX.

Houston, Tex., May 12.—All traveling salesmen out of this territory for the Vacuum Oil Company and a number of officials were present at a general meeting held here the past week end. The guests were R. E. Colcock, district Texas manager; A. H. Johnson, a member of the board of forty-two automotive engineers of the Vacuum company, and J. A. Howlett, commercial car engineer.

At a luncheon served at the Rice Hotel, Liberty bonds were presented to Salesmen A. G. Falk of San Antonio and Jerry Schwab of Birmingham, who were winners of the April sales contest.

BELLE CITY MALLEABLE TO ERECT ADDITION

Racine, Wis., May 12.—Plant additions involving an expenditure of \$150,000 will be constructed by the Belle City Malleable Iron Company, it was announced by C. S. Anderson, general manager. With these additions the company will have practically completed the building program undertaken in 1922.

The company will have at the completion of the extension program a capacity of 24,000 tons of castings a year. It manufactures motor blocks and castings.

"X" LABORATORIES MOVE TO LARGER QUARTERS

New York, May 12.—The "X" Laboratories, makers of "X" liquid for repairing radiators, has moved to more spacious quarters, at 25 West 45th St.

The new offices are located on the fifteenth floor of the building, and invitations have been extended to friends of the laboratories to visit them there.

According to the officers of the company, the change was made necessary through the increased volume of business which has been pouring in to them.

DE VAUX RETURNS

Oakland, Cal., May 12.—Norman De Vaux, head of the Durant factory here, has just returned from the fourth round trip to New York since Christmas.

BERGEN COUNTY A. T. A. TO HOLD OUTING

Hackensack, N. J., May 12.—The board of directors of the Bergen County Automotive Trade Association, at a meeting held in this city, decided to hold an outing for the members instead of the usual annual banquet. It was decided that the event be held between June 15 and June 30. Bert Bredin was appointed chairman of the outing committee, with S. S. Van Dusen, Arnold Probst, and H. Sherman Beatty as his assistants.

H. Sherman Beatty was appointed chairman of a committee to plan an outing for crippled children and orphans.

The board of directors decided that the present officers should continue in charge until next fall, since the regular election has not been held. William Henry of this city is president.

HEADQUARTERS AT S. F.

San Francisco, May 12 (U. T. P. S.)—San Francisco will be the headquarters for the northern California division of the newly organized Yellow Drivurself Stations, Inc., according to O. R. Butler, division superintendent. Stations are also being installed in all the other principal cities of northern California.

Motor Rim-Wheel Expanding Co.

Los Angeles, Cal., May 12.—The Motor Rim and Wheel Company is making a further expansion of the organization, according to an announcement made by Wesley D. Smith, vice-president and sales manager of the concern.

Smith and A. E. Cameron, president of the company, recently purchased the local interests of the California Steel Wheel Corporation, at 734 East 12th St. It is planned to immediately increase the production of steel wheels for dual-pneumatic tires.

Officers of the new company are A. E. Cameron, president; Wesley D. Smith, vice-president and sales manager; A. E. Chaffee, vice-president and superintendent; C. J. Morrissey, secretary-treasurer, and L. A. Lindroth, assistant secretary.

LEADS IN ALEMITE SALES

Houston, Tex., May 12.—H. Williams, city salesman in Houston, of Alemite lubricant, leads city salesmen throughout the entire United States in sales during the first three months of the year, according to reports from Alemite headquarters in Chicago.

GARAGE PERMITS

Boston, May 12.—Permits for building public and private garages amounting to \$2,157,000 were issued by Building Commissioner Louis K. Rourke for the city of Boston during the month of April, it became known today. This is almost one-fourth of the total of all construction permits issued, and is a record month in this city's history.

CURB PUMPS OUT

Asbury Park, N. J., May 12.—The City Commission of Asbury Park has adopted a resolution prohibiting the installation of gas pumps throughout the city, and at the same time fixed January 1 as the time limit when all pumps now on the curb line be removed.

LAMINATED JOINT

Buffalo, May 12.—Successful use of the Pierce-Arrow laminated joint in building Series 80 bodies has so influenced Pierce-Arrow body engineers that this joint is now used in 75 per cent. of all Series 80 joining operations, says L. E. Corcoran, general sales manager.

TOOLMAKERS WANTED

Cleveland, May 12.—Despite the fact that general industry here has slackened somewhat, agents for local manufacturers are scouting the East for good toolmakers.

FIELD STILL LARGE FOR PARTS DEALER

Waterbury, May 12.—"Even with the service advanced by the manufacturers and distributors, a large part of the supply service falls upon the independent parts dealer to fill," states Louis Kaplan of Kaplan Brothers, one of the largest automobile parts supply houses in the city. "Within recent years the automobile manufacturers and distributors have placed a greater emphasis on parts and service due to the difficulties motorists used to meet in these matters."

"Five or six years ago, before this service was given, it was necessary for motorists seeking parts to write to the factory and wait two or three weeks before being supplied."

HEADLIGHT DRIVE

Montpelier, Vt., May 12.—Vermont is making a special drive against defective headlights, especially the practice of running with one headlight active only, and will strive to enlist public co-operation rather than depend upon compulsion. This idea is being set forth at the three-day school of instruction and conference for the inspectors of the Motor Vehicle Bureau now being held at Montpelier.

MARCH, 1926, NEW CAR REGISTRATION

The monthly registration figures presented herewith are compiled by R. L. Polk Company.

States.	Ajax	Auburn	Buick	Cadillac	Chandler	Chevrolet	Chrysler	Cleveland	Davis	Diana	Dodge	Elcar	Essex	Flint	Ford	Franklin	Hudson	Hupmobile	Jewett	Jordan	Lincoln	Locomobile	States.
Alabama	7	54	8	3	252	31	6			99	40	8	734	1	14	7						3	Alabama
Arkansas	9	61	12		336	58	1		2	158	55	4	1375	3	29	11	3	2	5			Arkansas	
California	264	82	1968	276	92	2452	868	57	11	2402	12	631	69	5498	52	657	246	261	135	128	53	California	
Delaware	4	62	9		108	20	4		1	37	57	1	285		11	4	3		2			Delaware	
Florida	61	33	779	174	15	1181	421	13		17	678	14	321	26	4765	13	362	210	108	78	89	19	Florida
Idaho	10	97	6	1	330	45	3			140	46	3	676	2	29	16	23					Idaho	
Illinois	161	201	1446	181	45	2370	559	80	6	29	1730	40	572	117	5091	33	433	356	125	91	102	31	Illinois
Iowa	29	2	207	14	5	1100	133	5		388	164	17	2836	1	57	30	23	3	3			Iowa	
Kansas	22	231	14	3	508	127	8		3	285	171	4	1907		80	34	18		5			Kansas	
Maine	3	36	6	3	35	8	1			29	31	1	101		13	2		2	2			Maine	
Mass'stts	38	22	371	47	32	371	293	9		4	380	1	437	12	1901	12	220	44	24	24	9	15	Mass'stts
Michigan	86	13	1646	174	22	2272	654	38		9	1315	8	1219	86	6642	8	610	137	69	40	45		Michigan
Minnesota	50	10	565	14	7	1466	170	2		1	481	3	412	19	2986	9	109	91	41	16	5	3	Minnesota
Missouri	47	20	705	70	41	2629	294	75		28	947	1	561	36	8069	10	260	162	108	13	31	3	Missouri
Montana	16	93	1	8	194	57	13			96	31	18	305	1	22		15					Montana	
N. Hampsh.	2	80	4	6	77	20	8			35	53	1	253	1	25	6	3	1				N. Hampsh.	
N. Dakota	26	158	1	1	591	95	10			149	59	3	1583		24	26	11	1	1			N. Dakota	
N. Mexico		37	1		71	22				49	2	1	250		2		1					N. Mexico	
Oregon	25	3	184	22	4	462	109	6		1	239	144	4	1026	15	66	24	29	4	8		Oregon	
Penn'vania	142	80	1679	174	92	3015	800	77		24	1636	17	739	90	5526	43	519	239	188	113	39	24	Penn'vania
Rh. Island	9	6	154	20	4	123	91	2		7	124	9	57	5	306	2	54	17	13	7	4	2	Rh. Island
S. Carolina	4	69	16	3	337	99	2		1	140	89	3	1408	3	45	12	45	3	1			S. Carolina	
So. Dakota	14	71	1	4	255	45	4			94	53	3	805	1	19	31	16					So. Dakota	
Utah	10	99	12	6	168	54				5	123	67	6	375	1	27	16	16	2	1		Utah	
Vermont	1	37	2		34	10	1			24	15	1	110		12							Vermont	
Virginia	17	162	17	5	649	125	16		2	317	74	11	1882	5	49	49	21	4				Virginia	
Wash'gton	50	3	369	18	7	809	213	16		2	355	248	13	1452	13	122	52	34	3	3	3	Wash'gton	
W. Virginia	4	42	5	3	103	34	1			84	18	317	12	4	8	5						W. Virginia	
Wisconsin	63	9	437	24	18	1086	129	26		4	425	7	348	26	2746	10	167	47</					

Tire Dealer Makes Good by Repairs

Akron, O., May 12.—A certain tire dealer with no more than the ordinary facilities has made his service outstanding in his city, says the Miller Rubber Company.

The dealer mentioned has put his service repair shop in the front of his building in plain sight. It is kept clean and neat as a modern machine shop. He has advertised his service facilities extensively.

He has invited people in to watch the process of tire repair and vulcanization. In his advertisements in the local papers he has run what he calls editorials in which he explains his service and tells why he is able to increase tire mileage for users in almost every case.

He has built up for himself a large clientele and whenever tire users in that city think of tire repair they think of his store. His repair department is profitable and he has the opportunity of selling tires to all his repair customers, who are in a receptive frame of mind, due to his high-grade repair work.

BALTIMORE & OHIO MAY RUN BUSES INTO N. Y.

Baltimore, Md., May 12 (U. T. P. S.)—A plan to afford motor-bus transportation into central Manhattan for passengers going to New York on the Baltimore & Ohio Railroad after the company changes its terminal to Jersey City is under consideration, it has been announced here by Daniel Willard, president of the company.

The Baltimore & Ohio will discontinue the use of the passenger terminal of the Pennsylvania Railroad in New York city on September 1. Thereafter the company's trains will disembark passengers at the terminal of the Central Railroad of New Jersey in Jersey City. Ferry lines are provided from this point by the Central Railroad of New Jersey, which connects with Liberty Street and 23d Street.

ADD SIX BUS LINES

Philadelphia, May 12.—Trolley service to the Sesquicentennial Exposition grounds is to be augmented by six bus lines, ordinances authorizing the service having been approved by City Council. The ordinances call for an extension of the trolley system to the exposition site and the erection of a loading and unloading terminal depot for bus traffic.

Transportation Co. Orders 40 Buses

Boston, May 12 (U. T. P. S.)—The New England Transportation Company, subsidiary of the New York, New Haven & Hartford Railroad, operating the bus lines of the system, has just placed an order for forty new buses. These will cost on an average of \$9,000 each, and will carry twenty-seven to twenty-nine passengers.

Thirty of these cars will be made by the Yellow Cab Company of Chicago and the other ten will be White buses. The Yellow Cab buses will be operated in Connecticut and the Whites in Massachusetts. The company now has 126 buses, running on thirty-three routes. During the last six weeks six Pierce-Arrow buses were placed on the new Boston-to-Providence routes.

The extensive real estate development on Cape Cod will result in the transportation company opening up several new bus lines and within a very short time they will be in the market for more buses to cover these new routes.

On Monday five new bus routes will be opened by the company on the Cape, local licenses having been secured from all the towns.

TEXAS COMMISSION HOLDS BUS HEARINGS

Austin, Tex., May 12.—With data at hand from reports made out by 646 operators, the state Railroad Commission on May 7 and 8 conducted hearings here on matters pertaining to motor bus regulation and legislation.

Under a ruling of the attorney general such lines are common carriers, and come under the jurisdiction of the commission. That body is seeking legislation to present to the Legislature next January. The data revealed that there are thirty-three lines for "passenger only" service, twenty-three that haul passengers and packages and 137 operators who had no schedule of rates or classification. There were 376 operators reporting 662 trucks hauling an average of 34,399,000 pounds monthly. Thirty-three operators reported carrying no property insurance.

NEW MOTIVE PLANT

Little Rock, Ark., May 12.—The Davis Rubber Company of Missouri has secured a site at Picron, seven miles from here, and will install a plant. It will manufacture automobile accessories, and re-tread and vulcanize tires, employing forty men.

Truck and Bus Sales in Boston Show Gain of 40%

Boston, May 12.—Truck and bus dealers and distributors in Boston registered an average increase in sales during April 1 of more than 40 per cent. compared to the same month last year. Every dealer interviewed reported increases in business of from 25 to 75 per cent. last month, with May starting well.

The truck and bus men found adverse weather conditions a bad feature in their month's business as far as deliveries were concerned. The same factor reacted unfavorably on sales to a certain extent, but the increases that were made despite this opposition proves, executives say, that this is a buying spring.

Some firms reported their April business in excess of that done in March, while in other cases the reverse was true. During the latter month, 50 per cent. more Mack trucks were sold in Boston than in any other month in the company's history.

Upon one point all are agreed, and that is that the current month is opening up with unexpected strength in sales that will certainly be continued unless something unforeseen occurs. Every dealer is planning for a record month. Sanford is already 25 per cent. ahead of last year at the end of the first week.

The Brockway Motor Truck Corporation reports one of the best months in the history of the company for April, with an increase of 25 per cent. in registered sales. This percentage applies to both light and heavy duty trucks. The same month led the previous month by a substantial margin. May is starting off normally, and should at least equal, if not exceed, May of last year.

A very good month is reported by the Garford Motor Truck Company, Inc., with sales of commercial trucks ahead of last year. Due to the weather conditions, this company is about six weeks behind on its deliveries.

Motor Transportation Competitive in St. Paul

St. Paul, Minn., May 12.—Tractor and motor truck sales dealerships are entering into active competition in this city as result of scheduled motorization by railroads of short-haul and less-than-carload freight shipments.

Within the next year the railroads will bring into existence huge fleets of freight trucks and tractor-hauled trailers, according to plans recently outlined at a meeting of the Transportation Club, and motor companies are actively trying to "line up" this business.

In addition, the consolidation of many motor truck freight lines outside of St. Paul and prospective granting of state operating permits for more than 6,000 miles of motor truck freight service have been a decided spur to business.

The outlook for Mack never was brighter, according to William F. Sailor, sales representative. In this opinion representatives of Federal, G. M. C. and International concur, stating that expansion of both motor truck and motor bus service in Minnesota, while remarkable during the last year, is due for a still greater advance.

REGISTRATION STATISTICS

Company, Detroit, Mich. Figures from several states are not available at this time.

States.	Marm	Moon	Nash	Oakland	Olds-	Overland	Packard	Paige	Peerless	Pierce-	Pontiac	Reo	Ricken-	Star	Stude-	Stutz	Velic	Wills	St. Claire	Willys-	Miscel-	Totals	States.
Alabama			9	1	10	22	7	1			1	1	1	9	16			1	3	2	1349	Alabama	
Kansas			1	33	16	31	59	4	2	1	9	2	2	115	47			17	2	2465	Arkansas		
California	64	38	831	441	286	382	276	168	86	46	253	82	48	935	1130	24	19	13	305	156	21797	California	
Delaware	1		26	12	1	38	11			1	17	1		8	29			1	13	2	769	Delaware	
Florida	30	13	375	203	133	259	108	23	45	20	14	25	14	144	317		7	12	108	17	11244	Florida	
Idaho			48	31	64	99		10			24		2	146	45	1	2	15	10	1924	Idaho		
Illinois	36	65	777	374	255	603	223	142	64	30	176	147	50	380	633	31	53	17	227	49	18214	Illinois	
Iowa	2	2	74	31	44	183	19	11	3		41	15	8	201	62	1	13	1	38	7	5773	Iowa	
Kansas	1	2	62	68	36	122	11	7	5	1	33	8	1	156	69		1	19	3	4020	Kansas		
Maine	1		7	5	4	9	3	1	1		2	1		1	10		1	5		326	Maine		
Massachusetts	7	3	170	42	54	87	67	19	29	14	34	62	11	34	128	5	15	7	31	24	5109	Massachusetts	
Michigan	13	8	455	433	339	403	122	108	40	5	346	97	33	366	362	13		11	84	24	18355	Michigan	
Minnesota	1	12	173	140	183	372	26	20	3	4	89	16	5	138	197	4	15	4	49	18	7929	Minnesota	
Missouri	16	92	312	205	199	512	54	20	39	9	60	37	29	403	300	6	25	4	121	104	16657	Missouri	
Montana			44	16	43	43	2	3			6		2	60	41			7	1	1141	Montana		
N. Hampshire			25	16	5	20	6	4	2	1	4	5		1	25	1		2	2	695	N. Hampshire		
N. Dakota			41	26	84	156	2	6			25			124	43			11	6	3263	N. Dakota		
N. Mexico			1	1	12	3	1				1		34	12						501	N. Mexico		
Oregon	1	8	57	78	83	116	18	17	1		48	11	7	200	108	1		38	16	3173	Oregon		
Pennsylvania	35	26	842	531	290	728	240	127	98	51	178	51	35	467	659	17	14	17	260	74	19936	Pennsylvania	
Rh. Island	3	14	45	31	18	24	25	12	8	3	16	12	1	33	67		9	1	17	1363	Rh. Island		
South Carolina			31	8	20	33	6				7	4		39	38			3		2436	S. Carolina		
So. Dakota			34	13	44	114	2			4	3		38	20	1		2	3	1694	So. Dakota			
Utah	6	45	15	77	82	13	4		2	5	1	5	60	40	1		15	1	1360	Utah			
Vermont			11	5	2	11	5			2	3		5	4					295	Vermont			
Virginia	2	2	50	23	42	91	13	6	3		9	11	2	71	76	3	1	26		3849	Virginia		
Washington	4	3	175	74	137	164	45	13	3	3	39	6	7	211	179	4	8	45	15	4917	Washington		
Wisconsin	1		21	14	9	22	2	6	3	2	5	2	2	33	25	2	1	9	7	806	Wisconsin		
Wyoming	3	11	300	108	164	341	20	31	13	4	51	14	4	131	144	6	4	6	83	54	7149	Wisconsin	
Dis. of Col.	11	4	104	54	23	22	32	7	23	1	40	16	1	8	48	4	3	25	7	2013	Dis. of Col.		
Total	232	310	5211	3022	2770	5143	1361	769	470	199	1547	621	270	4585	46612	125	190	120	1549	635	171,337	Total.	

Complete returns not in.

State	Loco-	mobile	Marm	Moon	Nash	Oakland	Olds-	mobile	Overland	Packard	Paige	
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Fuel Dopes

FOR many years the United States Bureau of Standards in Washington has made a practice of testing fuel dopes, of which many hundreds have from time to time been placed upon the market. Almost all of these alleged energizers have been proved to be utterly useless. In some cases they are worse than that, actually working harm to the engine without in any way increasing its power output.

Recently the Bureau of Standards completed another of its periodic tests of fuel adulterants, with the usual result that practically all these agents for aiding engine performance were found to be good for nothing. At the same time the bureau called attention to the fact that this condemnation of fuel dopes did not include "mixed commercial gasoline sold by reputable dealers, which actually does contain ingredients beneficial to automotive operations."

This means, of course, ethyl gas and similar products that have been proved to assist engine operation. Before the era of these beneficial adulterants, condemnation of the whole class was so general that there is danger of the dealer finding customers who do not understand the real value of a certain few fuel dopes of recent vintage. The dealer should be prepared to confute any doubts of this sort that may crop up.

A Valuable Decision

JUSTICE FREDERICK L. SIDDONS of the Supreme Court of the District of Columbia recently handed down a decision that is of interest to every automobile dealer in the country. Justice Siddons held that there is nothing in the present prohibition act which permits the mulcting of an innocent car owner, whose vehicle has been used for transporting illicit liquor.

In the specific case under advisement, a Washington automobile dealer had sold a car for \$1,000, of which \$250 was paid in cash, the balance being taken in notes. The car was seized by prohibition agents and the government sought to collect costs of seizure, storage and condemnation proceedings, before it would restore the car to the company, which still owned the greater part of it. By Justice Siddons's decision the car was returned to its original seller without costs. This decision may be invoked as a precedent in any court under similar circumstances, and dealers all over the country should know of it, as it substantially protects them in rights that never should have been questioned.

You Never Can Tell

TWO or three years ago the roadster was a body model that seemed destined for eventual extinction. The two and three passenger jobs never had been very popular. The American family was too large to get any great nourishment from this limited accommodation. Manufacturers were careful not to make too many roadsters or runabout models.

Then suddenly the tide turned. Closed models began to surpass open models in popular affection. The sedan displaced the touring car as the standard model, but while this was going on the roadster suddenly registered a most amazing comeback. Instead of the unconsidered orphan, it became the one open model that was still popular. Every one wanted a roadster. The youth of the nation hailed this as its own. Manufacturers began turning out snappier looking roadster models and the vogue increased accordingly. Today the roadster model has made many two-car families. Instead of one bus to furnish transportation for the whole outfit, these family groups now divide their transportation into units suited to their various ages, tastes and conditions of servitude.

All of which proves that an automobile model may be down, but it is never out!

BLAMES DEALERS FOR SLOW SALES

Duffield Says Lack of Solicitation Results In Sales Losses

Cleveland, May 12.—J. E. Duffield, representing the Automotive Equipment Association of America, came to town one day last week and drove about all morning in a battered car, which cried its need for every sort of an accessory from a valve cap to a motometer and a new tire. He bought just 15 cents worth of goods and that sale was not solicited.

Thereafter, Duffield appeared before the Cleveland Automobile Manufacturers' and Dealers' Association at a luncheon at the Hollenden Hotel, and told them about it, urging methods which would stir up accessory sales into one of the major factors of a dealers' business.

Duffield staged his spectacular drive to home his arguments as to the tremendous possibilities for profit which exist in accessory sales.

"In my whole morning's trip I was not solicited to buy a cent's worth of accessories, and yet dealers complain that accessories can't be sold," Duffield declared. "You can sell them if you see the possibilities.

"The car I drove needed new valve caps, had a flat spare tire, a broken motometer, lacked front and rear bumpers, a windshield wiper, and a rear vision mirror. All I bought in my morning's tour of the city was a gallon of oil, though I gave the attendants at each place I stopped every opening to sell me.

"In one store I stood in front of a road map display and asked the road to Toledo. Three men argued as to which was the best way. None offered to sell me a map.

"In another store I borrowed a tire gauge, and they asked which I needed and then loaned it to me. No one offered to sell me one.

"A mechanic noticed my motometer was broken, because he had to fill my radiator. He suggested I ought to have a new one, but neither he nor the salesmen offered to sell me one. I needed a pair of pliers, but they loaned me a pair.

"I bought oil and dirtied my hands. I asked to buy a wiping rag. They gave me one.

"I told one salesman I had lost my motometer and an alemite fitting and 'supposed I could buy one in Toledo.' He 'supposed so.'

"Yet you are complaining that you can't sell accessories. I'll bet you dealers, after all your costs are deducted, didn't make more than 5 per cent. on your car sales last year, yet you can make 25 to 30 per cent. on accessory sales.

"I bought five railroad tickets last week and four of the five times I was solicited to buy accident insurance. I bought a tube of shaving cream and the salesman wanted to sell me a razor. That's salesmanship.

"You complain about cars coming through fully equipped. The car manufacturers haven't taken your profits and won't. If they attempt to sell you fully equipped cars, don't buy them. Insist on your accessory profits.

"Here is the field which is open to you. There are 28 cars which lack clocks when they are delivered, 21 which lack motometers, 43 which lack spotlights, 22, rear vision mirrors; 35, cigar lighters; 18, stoplights; 14, windshield wipers; 18, shock absorbers; 31, bumpers, and 31, heaters. You can sell the owners who buy these cars if you're on the job."

SHELL BUYS 200 ACRES

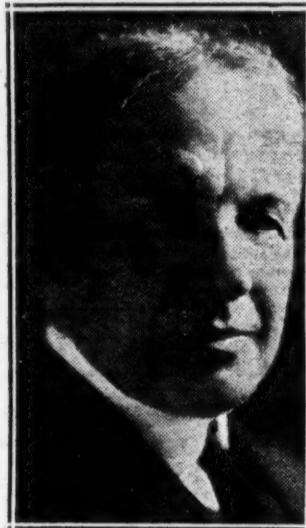
San Francisco, May 12.—Shell Company of California (Shell Oil Corporation) has purchased 200 acres at Coalinga for \$1,000,000 with net production of 500 barrels low gravity oil daily.

MIRRORS OF MOTORDOM

W. C. DURANT is generally known as the father of quantity production in the automotive industry. He formed the General Motors group in 1908, lost control later, regained it in 1915, at which time he formed the \$80,000,000 Chevrolet Motor Company. Mr. Durant organized the Durant-Dort Carriage Company in 1886 and stepped into the automobile field nine years later by organizing the Buick Company. He is now president of Durant Motors.

GENTLEMEN, meet the father of quantity production, W. C. Durant.

Had it not been for this pioneer in output, the automobile business might have been held back ten



WALTER C. DURANT

years, making jobs on a small-scale basis. But Durant, fresh from the experience of making and selling 150,000 buggies a year, came into the motor business with ideas

FORM COMMISSION FOR TRAFFIC IMPROVEMENT

Kansas City, May 12.—A semi-official commission to study and, with technical assistance, work out a five-year program for the improvement of traffic conditions, was the plan outlined to the Kansas City Safety Council by Miller McClintock, Los Angeles traffic expert, tonight.

"Traffic conditions never will be solved with the factors that bring them about increasing," McClintock declared, "but they can be improved

which made the eyes of his competitors bulge—and put millions in their pockets.

In 1861, Boston gave this automotive president to the nation; but as he was the grandson of Gov. H. H. Crapo of Michigan it wasn't long before he found his way back to the land of the wolverine.

Mr. Durant founded the Durant-Dort Carriage Company in 1886 (in partnership with the late J. Dallas Dort), and stepped into the automobile picture nine years later, organizing the Buick company. In 1908 he formed the General Motors group, buying Cadillac, Oakland, Olds, and

He lost control of this combination for a while, but regained it again in 1915, at which time he also formed the Chevrolet company, an \$80,000,000 corporation.

Another change in control took place in 1920, and in 1921 he organized the Durant company, which manufactures Locomobile, Flint, Star, and other products.

One of the chief characteristics for which Mr. Durant is noted is his infinite capacity for hard work. His business is also his avocation. From early in the morning until midnight he is at his offices working on the many plans of his vast organization. In spite of this concentration on business he has a host of friends, and many loyal associates who hold for him a deeper regard than that enjoyed by

with proper control of pedestrian traffic, removal of street obstructions and scientific regulatory measures."

McClintock, who is director of the Albert Russell Erskine bureau of street traffic control of the University of California, director of the Chicago traffic survey and traffic consultant to the Los Angeles commissioners, asserted that the minimum economic loss from traffic conditions in Kansas City is \$25,000 a day. The conditions in Chicago, he said, cause a \$600,000 daily increase in the cost of living.

Coming Automotive Events

MAY

12-13—Galveston, Tex., Tenth annual convention of the Texas Automotive Dealers' Association.
13-15—Detroit, Mich., American Gear Manufacturers' Association, tenth annual convention.
10-20—Geneva, Switzerland, Third Annual Automobile and Motorcycle Exposition.
10-14—Washington, D. C., Chamber of Commerce of United States, fourteenth annual meeting.

21—Chicago, Ill., Automotive Manufacturers' Association meeting.

21-23—Los Angeles, Cal., Tenth annual Los Angeles-Curry Camp economy run.

25—Buenos Aires, Argentina, Argentine Rural Society, International Exhibition of Roads, Transport and Tourism; Show Grounds, Palermo.

28—Lima, Peru, First Peruvian Automobile Show.

31—Indianapolis, Ind., 500-Mile race.

31—Pittsburgh, Pa., American Automobile Association race, Monongahela track.

JUNE

1-4—French Lick Springs, Ind., Semi-annual national meeting of the National Society of Automotive Engineers.
12—Altoona, Pa., American Automobile Association race.
7-12—Santa Monica, Cal., United States Good Roads Association, fourteenth annual convention.
7-12—Santa Monica, Cal., Bankhead National Highway Association, tenth annual convention.
7-12—Santa Monica, Cal., United States Good Roads Show.
8-10—Detroit, Mich., American Body Builders' Association, convention, Hotel Statler.
12-13—La Mole, France, Rudge-Whitworth twenty-four-hour stock car race.
12-18—Philadelphia, Pa., Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
14-19—Montreal, Canada, Automotive Equipment Association meeting, Mount Royal Hotel.
20-25—Spokane, Wash., Washington Automotive Trades Association, annual convention.
25—Chicago, Ill., Automotive Manufacturers' Association meeting.
26—Laurel, Md., American Automobile Association race.
27—Marseilles, France, French Grand Prix race, Miramas track.

JULY

5—Salem, N. H., American Automobile Association, race.
17—Atlantic City, N. J., American Automobile Association, race.
12-19—Fargo, N. Dak., Automobile Show.

AUGUST

3-6—Denver, Col., Denver Post, outdoor automobile show.

SEPTEMBER

—Milan, Italy, Fifth International Road Congress.
—Prague, Czechoslovakia, Automobile Show.
6—Altoona, Pa., American Automobile Association, race.
25—Salem, N. H., American Automobile Association, race.

OCTOBER

7-11—Paris, France, Automobile Salon at Grand Palais.
21-30—Olympia, London, Automobile Show.

Dealer Activities

BUYS INTEREST IN VELIE SCHENECTADY DEALERSHIP

Schenectady, N. Y., May 12.—An interest in the automobile business of Peter V. Becker, Velié dealer, and proprietor of the garage at 1347 Broadway, has just been purchased by Clinton W. Sager, sub-dealer for the Overland and Willys-Knight automobiles, with salesrooms at 62 Bradt St. Mr. Becker will remain with the business, but will take a less active part in it. Under the terms of the contract, William E. Hornbeck, service manager, will be retained as a member and manager of the concern.

NEW FORD DEALERSHIP IN OAKLAND, CAL., PROSPERS

Oakland, Cal., May 12.—Cliff Adams, who has just been added to the local list of Ford dealers, reports a large sales total during his first month in business. The dealership opened here last month on Telegraph Avenue, in a new sales and service building. Fred Heusel is manager of the service department and C. E. McNeill is in charge of the parts division.

NEW CHRYSLER DEALERSHIP OPENS IN EUGENE, ORE.

Eugene, Ore., May 12.—A new Chrysler dealership has just been opened here under the management of C. Dwight Brown, formerly of Portland. With Mr. Brown is associated J. W. Michael, who at one time had the Chrysler dealership here.

DEALERSHIP CHANGES HANDS IN MONTICELLO, ARK.

Monticello, Ark., May 12.—Jordan & Adams have bought the Oldsmobile dealership recently opened here by the Warren Automobile Company.

NAPIER BROS. OPEN MOON AND DIANA DEALERSHIP

Springfield, Mass., May 12.—Lloyd and Charles Napier, Jr., have organized as Napier Brothers and have taken the Moon and Diana franchise for this territory, with a salesroom at 595 Main St. They are the sons of Charles Napier, owner of the Franklin-Napier Motors, Inc., of Springfield, who is sponsoring the new firm.

CHEVROLET DEALERSHIP ADDED IN JERSEY CITY

Jersey City, N. J., May 12.—The Lanning Automobile Company at

Obituary Notes

WILLIAM C. ROWLEY

Pasadena, Cal., May 12.—William C. Rowley, for many years a winter resident in this city and former vice-president of the Federal Truck Company of Detroit, died last week at his home here, following several weeks' illness.

NELSON B. O'CONNELL

Sioux City, Ia., May 12.—Nelson B. O'Connell, prominent for many years in the automobile business in Sioux City is dead here. Mr. O'Connell had been sick for more than a year.

340 Montgomery St., this city, has been appointed a Chevrolet dealer.

NEW BRANCH FOR SECOND AUTO ROW IN OAKLAND

Oakland, Cal., May 12.—Oakland's second auto row on East 14th Street is growing rapidly, as one by one the larger dealers establish branches there. H. E. Rowell, one of the oldest and most widely known automobile men in the East Bay district, has just opened an Oldsmobile and Peerless sub-dealership in a new building at 3915 East 14th St. R. H. Allen is in charge of sales at the new establishment.

Personal Items

COOK SERVICE MANAGER

Boston, May 12.—W. S. Cook has just been appointed manager of the service department of the Central Star Automobile Company, distributor of Star cars, according to an announcement by President A. H. Sowers. Mr. Cook has had ten years experience in the service department of one of the largest distributors of automobiles in Boston.

ALLEN AND HUNN WIN

Springfield, Mass., May 12.—E. N. Allen and Fred L. Hunn, salesmen for the Williams Motor Sales Company, Dodge dealer here, have won prizes for 100 per cent. cooperation and for the quality of their suggestions for sales promotion. This was a countrywide competition for the Dodge company, and these two local men were the only ones east of New York to win.

WALKER WITH OIL COMPANY

East Moline, Ill., May 12.—G. L. Walker, formerly vice-president of the Root & Vandervoort Engineering Company, automobile manufacturer, has been appointed purchasing agent for the Illinois Oil Company, Rock Island.

NORTHCUTT SALES HEAD

San Francisco, May 12 (U. T. P. S.)—R. M. Northcutt has just been named retail sales manager of the Paige Company of northern California, according to Owen McCusker, president of the company. Mr. Northcutt has held a prominent position in the industry in Los Angeles for the last year, but previously was identified with the Cadillac and the Peerless organizations in San Francisco.

SANDBERG ZONE MANAGER

Minneapolis, May 12.—L. B. Barnes, sales manager for the Chevrolet Motor Company, distributor, announces the appointment of Arthur Sandberg as manager of the zone four office in Minneapolis. Mr. Sandberg has been connected with the Chevrolet organization here, at Norwood, O. and Jacksonville, Fla.

BRYANT VISITING DETROIT

Oakland, Cal., May 12.—George Bryant, head of the United States Advertising Corporation on the Pacific Coast, is absent from his headquarters at the Willys-Overland distributing plant here, on a trip to Toledo.

Incorporations

ILLINOIS

Springfield, May 12.—New automotive concerns incorporated here are: Crescent Distribution Company, 3228 Irwin St., Chicago, 100 shares no par value; buy, refine and deal in oils, raw materials and minerals; C. D. White, Arthur Wolf, B. Glander.

Illini Oil Company, Perry Building, Marion, \$10,000; buy, selling, storing petroleum products, etc.; Maude Morrison, F. E. Morrison, L. G. Morrison.

The Upton Oil Company, 609 6th St., Charleston, \$36,000; Albert G. Frommelt, John M. White, Norman S. Starr, John L. Carr, Arthur Jobe; deal in, sell and dispose of oil and gas leases and the products therefrom.

Arthur & Fitzer, Inc., 579 South Chicago Ave., Chicago, \$10,000; Alfred O. Arthur, Edward H. Fitzer, Raymond J. Matthews; deal in automobiles, auto parts, auto accessories, tires and tubes, etc.

Commerce Battery Company, 2737 Indiana Ave., Chicago, \$10,000; Fred A. Clawson, Harold C. Lundgren, Charles H. Berlin; manufacture and deal in goods, wares and merchandise of every class and description.

Citizens Tire Company, Inc., 3501 Irving Park Blvd., Chicago, \$10,000; buy and deal in tires, tubes and accessories and other supplies; J. F. Niemann, G. W. Stephens, H. H. Ober.

Evans Motor Car Company, 76 North Broad Ave., Orange, \$25,000; deal in automobiles and parts and accessories thereof; David J. Evans, Lester J. Michael, Grace F. Evans.

Southerland Garage Building Corporation, 20 West Jackson Blvd., Chicago; acquiring, owning, erecting, leasing and operating only one building, and the site thereof; \$5,000; John S. Duckworth, John Zeller, H. M. Byrne.

Illini Products Company, Warrensburg, \$5,000; wholesale and retail of oil, gas and oil products; F. B. Demontte, Fred E. Schroeder, John A. Kruzman, Ruth Schroeder.

The Illinois Filling Station and Garage Owners' Association, Inc., 125th Street and Western Avenue, Blue Island; promote and safeguard the commercial interests of the corporate members; Frank C. Mahnke,

Jr., Walter Rang, William Hopp, Emil Soderholm, Wilbur R. Keiso.

Wayne Motor Sales Co., Fairfield, \$10,000; C. K. Stewart, C. S. Stewart, C. C. Hill; purchasing automobiles and for the sale and exchange of same, automobile accessories and supplies.

Superior Cab Company, 10 East 36th St., Chicago, \$5,000; operate taxicabs, sell gas, oil and other accessories; Arthur Cally Rains, William Ernest Bryant, Andrew Taylor Ewing, Ernest N. Bryant.

Superior Service Stations, Inc., care of First Maw State Bank, 2110 East 71st St., Chicago, 50 shares no par value; build, acquire, own and maintain automobile service stations; James P. Cavenagh, M. C. Suhr, F. Goldman.

West Towne Auto Parts Co., Wheaton, Ill., \$5,000; Clarence V. Wageman, Herbert C. Wehling, Richard B. Wehling; manufacture, deal in and repair automobiles, machinery, tractors, etc.

First Cunningham Company, 122 East 63d St., Chicago, \$150,000, and 5,000 shares no par value; Vergil Cunningham, Frank Cunningham, John W. Cunningham; own, lease and operate a plant for cleansing automobiles and other vehicles and deal in soaps, chemicals, oils, etc.

Mackay Auto Valve Company, 77 West Washington St., Chicago, \$75,000; buy and deal in automobile and motor vehicle parts, accessories and sundries; G. H. Albright, H. G. Forde, M. J. Weller.

Station to Lake Bus Line, Crystal Lake, \$10,000; operation of buses, cars, automobiles and cabs; Everett P. Stroup, William F. Fanter, Benjamin Risby, Charles G. Winetree, National Motor Underwriters, 522 Reich Building, Springfield.

West Suburban Overland-Knight Company, 215 Madison St., Maywood, \$45,000; James C. Thompson, Russell M. Adams, Clara D. Adams, Gladys S. Adams; buy, sell and deal in automobiles, accessories, etc.

U-Needa Taxi Cab Company, 2734 Langley Ave., Chicago, \$3,000; engage in maintaining and operating a garage; engage in taxicab and auto service business; Tandy Williams, Frank Witherspoon, Anna Witherspoon.

Dissolutions
Atlantic-Pacific Garage, Mount Carmel, Temple Cab Company, Inc., Chicago; Stoltz-Hindman Motor Company, Du Quoin.

The Hupmobile franchise is daily becoming more valuable. Applications for territory are steadily on the increase.

HUPMOBILE EIGHTS and SIXES



HOTEL EMPIRE
BROADWAY AT SIXTY-THIRD STREET, NEW YORK CITY.

A NEW fourteen story fireproof structure containing every modern convenience and "Servidor" Service.

Capacity 1,034

The location is unique: subway, elevated, street cars, buses, all at door.

RATES

Room, private toilet \$2.50
Single Room with bath 3.50
Double Room with bath 5.00

M. P. Murtha, Gen. Mgr.

Ample Parking Space

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XUM

Financial News of the Automotive Industry

U. S. PRODUCTION METHODS PRAISED

Hoover and Litchfield Address U. S. C. C. Convention

(Continued from Page 1)
self. It is, however, unconscious co-operation.

The last twenty-five years have seen the growth of larger and larger units of production and distribution—big business. Our tools are bigger. We build a single dynamo of 100,000 h. p. This single tool would have been big business twenty-five years ago.

"I believe the public generally realizes that we get better conditions of labor, lower production costs, and better products sold on narrower margins of profit out of mass production, both in manufactured goods and in transportation power and other services."

Mr. Litchfield told his group that high wages make for prosperity, but that wages can be paid only out of production.

"It used to be the thought," he said, "that the first thing to cut when profits began to shrink was wages. It is now recognized that this condition should be met by increased efficiency, elimination of waste, the cutting down of overheads in production and distribution and an attempt to maintain wages, because a general cutting down of wages curtails the demand for the finished products of industry, the demand for which is the very life blood of prosperity."

Management does not desire to decrease wages, but seeks to maintain them. Mr. Litchfield said. It realizes, however, he asserted, that wages can be maintained only through increasing the production output per man.

While these principles are recognized by the great leaders of labor," he continued. They are not unfortunately shared by all laboring men and there are still a large number who believe in the principle of reward based upon the time put in.

It is the application and the results of this false doctrine with which management has to contend, and it often prevents the full cooperation between management and employees because these principles cannot be reconciled. It often the influence of men of this type in the councils of labor which makes it difficult for more enlightened labor leaders to hold their men in line."

The automobile industry is no longer selling automobiles but selling installment contracts, O. H. Cheney, vice-president of the Pacific National Bank of New York, told the domestic distribution group. He said the motor car industry is selling "pieces of paper with a lot of legal verbiage which the buyer may or may not be able to carry out."

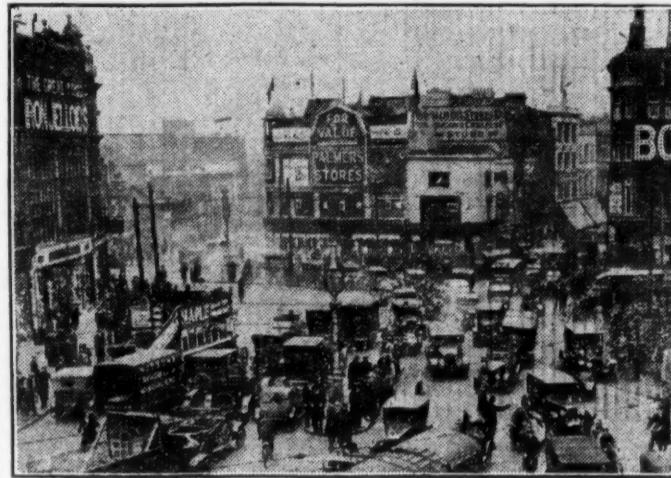
Installment buying on the dollar down and a dollar a week amounts to, he said.

"It's a sound theory as long as it works, and will become unpopular when it doesn't," said Cheney, adding:

"Installment selling is recognition of the fact that high pressure selling competition has used up the consumer's dollar and that each industry must fight for the dollar of next week—and for the dollar of next year."

Among those attending the sessions of the chamber here are Alfred Reeves, general manager; John C. Long, educational manager, and Edward F. Loomis of the motor truck section, all of the N. A. A. C.; Windsor T. White of White Truck, M. L. Hemingway, general manager of the Motor Accessories Manufacturers Association, and W. O. Rutherford, president of Goodrich Tire and Rubber Company.

STRIKE DOESN'T STOP THE MOTOR CAR. This scene at Hammersmith Broadway, London, during the strike shows that the automobile stayed on the job. No horse-drawn vehicles are in sight.



Allis-Chalmers Co. Report on Earnings

New York, May 12.—Allis-Chalmers Manufacturing Company for the quarter ended March 31, 1926, reports net profit of \$828,401 after depreciation, Federal taxes, etc., equivalent after 7 per cent. preferred dividend requirements to \$2.09 a share earned on \$25,770,750 common stock. This compares with \$914,185, or \$2.43 a share in the preceding quarter, and \$847,053, or \$2.17 a share, in the first quarter.

Unfilled orders on hand March 31 amounted to \$10,787,000, compared with \$10,147,072 on December 31, 1925, and \$10,146,675 on March 31, 1925.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE

Previous, 1926			Sales	High	Low	Close	Net Change
High	Low	Div.					
63 1/2	49 1/2	3	Advance Rumely pf...	100	48 1/2	48 1/2	+ 1
16	9		Ajax Rubber	8,300	9 1/2	7 1/2	- 8 1/2
49 1/2	78 1/2	6	Allis-Chalmers	100	80 1/2	80 1/2	+ 1 1/2
34 1/2	17		Am. Bosch Magneto	1,400	17 1/2	17	- 1 1/2
15 1/2	12 1/2		Am.-La France	200	12 1/2	12 1/2	- 1 1/2
37 1/2	25		Briggs Mfg. Co.	1,000	26 1/2	25 1/2	- 1 1/2
26	14		Chandler Motor	1,200	14 1/2	13 1/2	- 1 1/2
45 1/2	30 1/2		Chandler Motor pf.	800	30 1/2	30 1/2	- 1 1/2
54 1/2	28 1/2		Chrysler Corp.	7,100	31	30 1/2	- 3 1/2
13	10 1/2		Continental Motors	700	10 1/2	10 1/2	- 1 1/2
47 1/2	25 1/2		Dodge Bros. A.	15,800	26 1/2	25 1/2	- 1 1/2
58 1/2	80 1/2		Dodge Bros. pf.	700	81	80 1/2	- 1 1/2
32 1/2	24 1/2		Eaton Axle & Spring	300	25 1/2	25 1/2	- 1 1/2
79 1/2	71 1/2		Electric Stor. Battery	100	76 1/2	76 1/2	- 1 1/2
105 1/2	84		Fisher Body	2,000	84 1/2	82 1/2	- 2 1/2
26 1/2	14 1/2		Fish Rubber	2,500	16	15 1/2	- 1 1/2
42	29	3.75	Gabriel Snubber	200	32	32	- 1 1/2
9 1/2	6 1/2		Gardner Motor	400	6 1/2	6 1/2	- 1 1/2
135 1/2	113 1/2		General Motors	52,000	127 1/2	125 1/2	- 2 1/2
115 1/2	113 1/2		General Motors pf.	3,000	118 1/2	115	- 3 1/2
27 1/2	18		Gillett Co.	200	19 1/2	19 1/2	+ 1 1/2
20 1/2	40 1/2		Goodrich Co.	4,000	49 1/2	47 1/2	- 1 1/2
109 1/2	98 1/2		Goodrich T. & R. pf.	200	100	99 1/2	- 1 1/2
46	32 1/2		Hayes Wheel	900	33	32 1/2	- 1 1/2
123 1/2	61		Hudson Motor Car	36,900	66	64 1/2	- 1 1/2
28 1/2	17		Hupp Motor Car	1,600	20 1/2	20 1/2	+ 1 1/2
66	29 1/2		Jordan Motor Car	5,700	30 1/2	29 1/2	- 1 1/2
2 1/2	2 1/2		Keystone T. & R.	200	3 1/2	3 1/2	- 1 1/2
14	8 1/2		Lee Rubber & Tire	100	9 1/2	9 1/2	- 1 1/2
159	103 1/2	6	Mack Trucks	4,000	112 1/2	109 1/2	- 11 1/2
37 1/2	23 1/2		Moon Motors	1,600	23 1/2	23 1/2	- 1 1/2
53 1/2	36	2.60	Moto Meter A.	1,700	38 1/2	38	- 1 1/2
33 1/2	24		Motor Wheel Corp.	500	24 1/2	24 1/2	- 1 1/2
15 1/2	3		Murray Body	1,000	3 1/2	3 1/2	+ 1 1/2
66	52		Nash Motors	6,000	53 1/2	52 1/2	- 1 1/2
43 1/2	31 1/2	2	Packard Motor Car	600	34	33 1/2	- 1 1/2
28 1/2	15	1.80	Pierce-Detroit Motor	900	15 1/2	15 1/2	- 1 1/2
14 1/2	21 1/2		Pierce-Arrow	3,600	23 1/2	23	- 1 1/2
108 1/2	76 1/2		Pierce-Arrow pf.	1,000	86 1/2	86 1/2	- 1 1/2
92 1/2	70 1/2		Reynolds Spring	600	6 1/2	6 1/2	- 1 1/2
61 1/2	48 1/2		Stewart-Warner Speed	1,200	71 1/2	70 1/2	- 1 1/2
56 1/2	44 1/2		Studebaker Co.	8,700	50 1/2	49 1/2	- 1 1/2
88 1/2	54 1/2		Timken Roller Bear.	500	49	49	- 1 1/2
109	101 1/2	8	U. S. Rubber	25,100	55 1/2	53 1/2	- 2 1/2
90	51 1/2	4	U. S. Rubber 1st pf.	200	104	103 1/2	- 1 1/2
34	21		White Motors	3,600	52 1/2	52 1/2	- 1 1/2
93 1/2	91 1/2	7	Willys-Overland	9,800	22 1/2	21 1/2	- 1 1/2
32 1/2	23 1/2	7.75	Willys-Overland pf.	200	98	94 1/2	- 4 1/2
98	91 1/2	7	Yellow C. & T. B.	1,100	23	23 1/2	+ 1 1/2
			Yellow C. & T. B.	500	98	98 1/2	+ 1 1/2

NEW YORK CURE MARKET

Sales.	High	Low	Last.	High	Low	Last.	
1700 Auburn Auto.....	50 1/2	48 1/2	50	450 Paige.....	15 1/2	15 1/2	15 1/2
100 Cont. Motors.....	10 1/2	10 1/2	10 1/2	490 Reo.....	20	19 1/2	20
210 Omnibus.....	17	15 1/2	17				
225 Pines Dinerfront.....	19 1/2	18 1/2	19 1/2	Firestone.....	105	106	
62 Red Motor.....	4 1/2	4 1/2	4 1/2	Firestone 6 per cent. pf.....	101		
175 Stewart Warner.....	71 1/2	70 1/2	71	Firestone 7 per cent. pf.....	97	99	
175 Yellow Truck pf.....	97 1/2	97 1/2	97 1/2	Goodyear.....	30	31	
125 Yellow Taxi N. Y.	44 1/2	44 1/2	44 1/2	Peerless.....	25	28	
DETROIT				(The above tables show the complete movement of automotive stocks for Tuesday.)			
850 Motor Wheel.....	24 1/2	24 1/2	24 1/2				
325 Packard.....	34 1/2	34	34 1/2				

Rubber Apathy Is Still in Evidence

New York, May 12.—Another day of slow and uninteresting business, both on the Rubber Exchange and outside, was the rule yesterday. Prices on the outside market showed virtually no change. On the Exchange, after an easy opening on London's decline, the market steadied and closed at a slight gain in average levels.

RUBBER EXCHANGE OF NEW YORK

Opening	Bld.	High	Low	Closing
June	48.20	47.70	48.10	48.20
July	46.30	46.70	46.30	46.40
August	46.00	46.00	46.00	46.00
Sept.	45.60	45.90	45.80	45.70
October	45.50	45.80	45.50	45.70
Nov.	45.10	45.50	45.50	45.60
Dec.	45.00	45.50	45.50	45.50

1927

January 45.00

Feb. 45.00

March 45.00

April 45.00